DEUTSCHE AFRIKA-LINIEN
JOHN T. ESSBERGER

news

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Even though it might look like one, this is not a holiday snapshot from the chemical tanker "Eduard Essberger" (5,871 dwt) under the command of Captain Mariusz Borek, but a nice image of the crew's everyday working life. The photo was taken in mid-August in Norway's Glomfjorden, about 45 kilometres north of the Arctic Circle. The "Eduard Essberger" was on route to the small industrial town of Glomfjord where Yara (formerly Norsk Hydro) operate a fertiliser plant that receives almost all of its supplies by sea. The energy for the factory is supplied by a hydroelectric power plant built in 1913. But there are also plenty of highlights for visitors to see in the Glomfjorden: a popular destination is the Svartisen glacier system of 370 square kilometres, the second largest on the mainland of Norway and today a national park.

Precise container weights are law

The shipping industry will be facing heightened requirements soon. Following a resolution of the International Maritime Organisation (IMO/SOLAS), in future the gross weight of each stuffed sea container must be stated precisely. The new requirement comes into effect on 1 July 2016. As of this date, customers making false declarations can be fined, and in some cases such containers may not be loaded on board. Customers stating incorrect container weights, the weight usually being declared lower than it actually is, has become a common occurrence. As a result, these weights are entered in the container ships' stowing plans, affecting the stability and thus the safety of the vessels. Deutsche Afrika-Linien will address this topic with shippers directly. DAL/JTE News will be covering this subject in more detail in one of the next issues.

Change in Essberger management

Jan A. Hammer from Norway has vast experience in the tanker business

Photo: Magne Turøy

Jan Arthur Hammer joined our Group of Companies on 1 October 2015. He will take over the responsibilities of Hugo Finlay as head of the John T. Essberger Chemical Tankers business unit on 1 January 2016.

Finlay, who is retiring next year, will remain in the company until 30 June 2016 in an advisory capacity to ensure a smooth handover in this highly important and sensitive division of our company. Jan Hammer was born and educated in Bergen/Norway and holds a master's degree in business administration and economics from the University of Bergen.

He went into shipping in 1983, initially as a broker. Two years later he joined the chartering department of Norwegian tanker owners Odfjell, working his way up the ranks to become CEO. In December 2014, he left the company after having worked for them for almost 30 years.

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The Southern Africa Europe Container Service (SAECS) is by far the longest-lasting vessel sharing agreement (VSA) worldwide. Of its nine founding partners, 40 years later, only four partner lines remain: MOL, Maersk, Safmarine and DAL. The southern Africa trade remains the most important activity in our Group.

Within SAECS we are jointly increasing the total capacity according to market requirements. To generate additional business beyond SAECS we are building up new trades and are offering shipping-related additional logistical services. As DAL we offer one of the fastest connections between Europe and the Indian Ocean islands as well as East Africa through slot charter agreements. The service between the East Med and SA has grown. We are now expanding our liftings from Europe as well as South Africa to and from northern Africa. Also the slot-charter-based service to the Canary Islands is developing. In addition we see increasing volumes in the service connecting SA with the US and Mexico. We have established United Africa Feeder Line (UAFL) with services around the Indian Ocean islands, the Middle East and East Africa, including terminal operations and trading. Furthermore through the establishment of Simba Africa Logistics we have extended the activities of our DAL Agency Pty in SA to include overland transports.

Each new effort represents a small step. However, all steps combined demonstrate that we are moving ahead, although we have to swallow a setback here and there on our route forward.
Yours, Heinrich von Rantzau

German-Mauritian teamwork for mutual success

Shipping is increasingly commoditised/ Trend to automation and standardisation

United Africa Feeder Line (UAFL) and their agents try to find solutions for their customers where no off-the-shelf products are available and where the cargo requires special care, flexibility, fast decision-making and a personal touch. Whilst UAFL's core product is the Middle East Express, linking the Middle East, India, the Far East and Europe with the Seychelles, Tanga, Zanzibar, the Comoros and northern Madagascar, we also utilise third-party carriers' tonnage to connect the other ports of the region with the world. This applies especially to project and break-bulk cargo. One example of this project cargo is the recent demobilisation and repositioning of BAUER Spezialtiefbau GmbH construction and drilling machinery. BAUER were constructing a 2.4 km diaphragm cut-off wall socketed into rock for the Bagatelle dam in Mauritius.

Rolltrailer stuffed with the BAUER equipment being driven on board

Good team: Ole Radünzel (UAFL), Silvia Ott (BAUER), Clyde Waterstone

After the completion of the project, the machinery had to be repositioned to new project sites. Bremen-based forwarder LIC Spedition & Container Logistik GmbH were in charge of a logistics concept for this and approached UAFL via their Bremen agents, DAL Schiffahrts-Agentur. Together with UAFL trade management and UAFL's Mauritian agent Scott Shipping, several shipping solution options were presented to LIC and BAUER.

Marc Streuer of DAL Schiffahrts-Agentur says: "After we received the request from LIC, I thought how can we handle this without an own break-bulk or ro-ro service between the requested ports? The first thing I did was call Ole, our colleague from UAFL. They very quickly found different solutions and at the end of the day, a ro-ro solution was the best. The conclusion for me: even if we don't have an own service, we have colleagues in each country who know the market."

All logistics stakeholders found themselves in strong competition to global operators – both in forwarding as well as shipping – but in the end the advantages of agile, personalised small-scale enterprises paid off and the order for 216 freight tonnes from Port Louis to Bremerhaven was awarded to LIC and UAFL. As part of the project, DAL have loaded another 11 x 20' for the same port pair.

Silvia Ott of BAUER Spezialtiefbau GmbH states: "We are very happy to have Clyde [Scott Shipping Mauritius – agent for UAFL and DAL] around. He genuinely cares about our cargo and really made the difference."

Exciting opportunity

Ole Radünzel of UAFL adds: "This was an exciting opportunity for us and it was a real pleasure to handle this. I thoroughly enjoyed the teamwork with Marc in Bremen and Clyde in Port Louis to make this shipment happen. Due to the nature of this request, there were many changes, but a solution was always quickly found. It is great to see how well Marc and Clyde can leverage their networks to maximise our strength."

Earlier this year, David Yeung of UAFL secured a similar special cargo shipment for the group in collaboration with Scott Shipping and another shipping line. It comprised construction and drilling equipment as well, shipped in 8 x 40' open-top containers and break-bulk on flatrack units from Port Louis to Damietta. If you are looking for solutions in the Indian Ocean region, contact UAFL!

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Jan Hammer has been married for 34 years and has four children, two sons and two daughters, aged between 19 and 30 years. In his free time he is a passionate skier and also an active athlete in the summer months. He has taken part in numerous marathons. He is also interested in a very wide range of music.

As of next year, Jan Hammer will assume additional responsibilities. The aim is to streamline our management structure and to set the course for a successful future of our company. Find out more in the next edition of DAL/JTE News.

UAFL team running for a good cause

The UAFL team. Standing (from left to right): Ole Radünzel, David Yeung, Ludovic Marie, Kevin Venkatasamy, Audrey Nelson; sitting: Tassee Mewhoor and Valerie Moutou

The Ferney Trail is a sports event in Mauritius associated with good causes, supporting the Valley de Ferney Conservation Trust and the Muscular Dystrophy Association. Tassee Mewhoor reports: "Here is a picture of the UAFL team who did the 10-kilometre run. All of us had a good time and we enjoyed the race. The best time was David who did the 10 km in 1h 20 mins and the rest of the team did between 1h 40 mins to 2 hours. Mike and Alexis' pics are missing, as they did the 17 km and their race started one hour earlier. Overall it was great fun!"

"Swakop" – The ship that refused to budge

What happened to the bulk carriers "Sanaga", "Sankuru", "Selinda" and "Swakop" once built in China

Is she moving or is she not? Anxious moments at Bohai Shipyard

In the years 1999 to 2001, Transocean Liners (TOL), previously the umbrella organisation for our Group's dry cargo activities, took delivery of a total of four handysize bulk carrier newbuilds of 28,215 dwt from China. The ships were built by Bohai Shipyard in Huludao with a length of 169 metres, beam 27.2 metres, draught 10 metres, powered by a Sulzer diesel engine of 7,100 kW for a speed of 14.4 knots. They were simple, robust ships, each equipped with four cranes with a lifting capacity of 30 tonnes and ideal for transporting timber and logs. Their names were "Sanaga", "Sankuru", "Selinda" and "Swakop". They all sailed with an all-Chinese crew. The shipyard is located on the Bohai Sea, more than 400 kilometres east of Beijing, in an area that was less accessible to foreign visitors up until the new millennium. So the deal was made at a time when China was only just beginning to flex its economic muscles.

"Swakop" came last

The "Swakop" was the last of the four sister vessels launched, namely on 28 March 2001, from a recently completed 150,000-tonne slipway at Bohai Shipyard, which was to be inaugurated the very same day. Numerous honourable gentlemen from the party leadership had come for the inauguration ceremony, a drum-and-bugle band played the Chinese version of "Ode to Joy", and godmother Annette von Rantzau also did everything as planned. But the ship refused to budge. With the "Swakop" still standing firmly on the slipway ten minutes later, 30 minutes later, 45 minutes later, the launching ceremony had to be cancelled, and the launching ceremony guests disappointedly proceeded to the waiting cars. Hardly had the doors of the black limousines shut when a cry from the audience made all the guests rush over to the slipway again: "Swakop" was proudly making her way down into the water. There was nothing special to report about the ships in the years that followed. But then again, no news is good news. All of them were diligent and reliable, usually carrying timber from the USA and New Zealand to China, and sailed into the boom years of the shipping industry, bringing in good money with every journey.

The company made the most of the incredible rise in prices on the market for secondhand tonnage and sold the ships of this S-class series one by one. In 2005, the "Sankuru" went to new owners Intersee Schiff.-Ges. She sailed for them by the name of "Jop" until 2015, then as "Caju" for Armania Shipping Cyprus. She was last seen laid up in the Greek port of Chalkis, looking like a heap of scrap. Considering the current low charter rates for bulk carriers, the condition the ship is in comes as no surprise. "Selinda" was sold to Salamon AG Dortmund in 2005, but continued trading under her original name chartered back to the company. When the agreement expired in 2009, she was renamed "Sag Bulk Australia", then "Hibernia", still under Essberger management. In 2013, she was sold to Omicron Ship Management Athens and has since been sailing worldwide by the name of "Starway" under the Liberia flag.

"Swakop" was likewise sold to Salamon AG Dortmund, sailed for them under the same name until 2010, was then renamed "Sag Bulk Canada", and received her new name "Tremonia" in 2001 when she was switched to Liberian registration. In 2013, she went to the Asia Logistic Group, Hong Kong, still under Essberger management. When the agreement expired in April 2014, her name was changed to "Asia Energy", her home port became Hong Kong, and she is now trading in the Far East. Well remembered: at the last naming ceremony Bohai CEO Mr He was moved to tears.

"Sanaga" was the first vessel of the foursome, mainly trading timber

"Amalie's" crew and cake: N. Dejarlo, G. Samson, R. Caberoy, C. Videna, L. Cejalvo, A. Petinga, N. Lopez, M. Czaja, A. Karpowicz, V. Eriskin, J. Munsayac, M. Ptasznik, L. Ningal, J. Garcia, E. Deloviar, J. Tuazon (left to right)

"Amalie" celebrates

To mark the occasion of the 100th voyage of the "Amalie Essberger" (8,518 dwt), Essberger Tankers sent the crew of the chemical tanker sweet greetings. Lefke Barth (Operations) arranged for a fancy cake to be delivered to Captain António Petinga and the crew when the "Amalie Essberger" was in the Mediterranean port of Lavera near Marseille taking on board a cargo of butanol/ethanol. The crew thanked the company with a group photo with the cake, which you can see here.

The "Amalie Essberger", a chemical tanker with stainless steel tanks, was delivered on 18 May 2005 by the Japanese shipyard Sasaki near Hiroshima and first sailed by the name of "Cape Elwood" (later "UCT Elwood") for Schoeller Holding/Cyprus. She was taken over by Essberger Tankers on 23 May 2011.

Simba Africa Logistics take care

DAL Transport SA, DAL's transport and logistics arm donate school container to abandoned children in East London

DAL Transport SA (PTY) LTD T/A Simba Africa Logistics, in conjunction with Milltrans East London, donated a used 20' general purpose container converted into a classroom, to Greensleeves Children's Home based on the outskirts of East London. Greensleeves (www.greensleeves.eln.co.za) is a 20-year-old, privately owned NGO and home to around 30 children of various ages, who have either been abandoned or orphaned, with the youngest being two years old, and oldest 25 years old. More than 150 children have passed through the home, which is privately funded by the owners and through donations. The younger kids are taught by a teacher at the home, while the older kids either attend the nearby primary or secondary school. Once the kids have finished secondary school, the owners give them the opportunity to further their studies, funding the studies from their own pockets.

Simba Africa Logistics donated the used 20' general purpose container, whilst Milltrans East London provided the supplies to convert the container, and under the supervision of master craftsman Chris De Bruyn of Josh-Lee Trading, converted the container into a fully useable classroom with two lockable doors, four burglar-proof windows, two overhead lights, a blackboard, a ventilation system and electricity sockets. Milltrans also delivered the classroom to the home free of charge. The handover of the classroom to Mrs Di Lehy, the owner of Greensleeves, was performed by Mr Navesh Haripersad, depot manager of Milltrans East London, and Mr Donovan Govender, national business development manager of Simba Africa Logistics on 12 February 2015 at their premises in East London.

Simba Africa Logistics is committed to giving back to the community and will continue to do so progressively going forward.

First visit at their new school: children cheerfully waiting for their teacher

The new all-blue school container features burglar-proof windows

Talking points in Germany

▸ **THE MOST TALKED** about issue in Germany is how to deal with the refugees. War and poverty in the Balkan States, the Middle East and northern Africa have led to an unprecedented influx of refugees into Europe, especially into Germany. The authorities estimate up to 1 million new arrivals in 2015 who will need to be distributed across all the municipalities in Germany. Since the process of registering and finding accommodation for these people is being carried out in "typically German" fashion, i.e. the priority is on law and order, the municipalities are struggling to cope in terms of staff and funds. With winter soon approaching, the refugees cannot be housed in simple tents but require proper housing, which is hard to come by in Germany's densely populated cities. The right to stay is only granted to refugees who have fled from war or fear persecution in their home country under a totalitarian regime. Yet, a large number are economic refugees. They come mainly from the Balkan States where many live in severe poverty but are not actually in danger. The situation is a huge challenge for the German authorities. Most Germans have given the refugees a warm welcome, but the sheer number of displaced persons choosing Germany as their preferred destination is extremely challenging.

▸ **THE FINANCIAL BAILOUT** of highly indebted eurozone member Greece is a much debated subject in Germany. The initially overtly confident Greek government, a coalition of communist and right-wing nationalist parties (!) has meanwhile lost a lot of its sympathisers. Chancellor Merkel has been doing her utmost to ensure Greece remains in the EU, despite the opposition even within her own party.

▸ **THE YEAR 2024** and, alternatively, 2028 is still in the distant future but preparations for the selection of the Olympic Games host city are already being made. Since Boston, up until recently the favourite, has withdrawn its bid, the USA is now assessing the proposals from Los Angeles and San Francisco. The official bidders so far include Budapest/Hungary, Rome/Italy and Paris/France. In Germany hopes are high for Hamburg. The city on the River Elbe and headquarters of our shipowning group is banking on its bid for eco-friendly, compact and financially manageable Games.

▸ **CAN IT WORK?** A German film, 140 minutes long, with improvised dialogues, made by a team that nobody had ever heard of, and the whole project shot in one single long take? No breaks, no cuts? It works! "Victoria" is the name of a film about a Spanish girl who gets caught up in a series of events in Berlin one night. A "kinetic, frenetic, sense-swamping rollercoaster ride" is how Hollywood Reporter describes the film. A cinematic sensation from Germany.

▸ **ANOTHER GERMAN SENSATION:** Wacken Open Air (W:O:A). Wacken, a village with a population of 1,800 people in a rural region north of Hamburg, hosts a yearly three-day heavy metal festival each August, attracting scores of so-called headbangers to party in the dust or mud, depending on the weather that year. Wacken's farmers organised the first W:O:A festival on their fields in 1990, simply to do something for the youth. Word soon got around all over the world and since then, the locals have been amazed by how popular the event has become: this year 86,000 people came. There's already a film about the Wacken festival called "Full Metal Village".

DAL prize at the Derby

Derby Week, one of the social and sports highlights in Hamburg took place at the Hamburg racecourse for the 146th time in 2015. The week also includes the Deutsche Afrika-Linien/John T. Essberger Race each year, and Dr Eberhart and Mrs Patricia von Rantzau took their son Phillip along to the prize-giving ceremony. They were welcomed by racecourse board of directors' member Albert Darboven (here wearing a hat). The winner of the race was gelding "Seal Rock" from Carpe Diem Stables, represented by its trainer Daniel Christiaan Klomp and jockey Adrie de Vries.

"I bless my stars to be at the right place...

...at the right time." Shweta Chawla, national operations, DAL Agency Durban, reflects on her life

Shweta Chawla takes a look back at her life and writes: Mumbai – A city that never sleeps churns out one of the best skilled workforces for global markets and keeps preparing you for the challenges of life. Being born and brought up in this metropolis city and after my college career, I took the holy vows to marry my life partner whom I had known since college days at a very young age and migrated to the South African shores into the African continent's most busiest port – Durban. Trading off drinking milk tea to coffee and soda for wine, I started my career as research executive with Sharaf Group in early 2004. The position entailed researching and doing presentations on the shipping side and this intrigued my passion to get more closely involved in the day-to-day operations of the ship agency business. The next year in 2005, management considered my passion and agreed to move me from research executive to operations executive, where I became involved in handling principals such as HSL (Hugo Stinnes Linien, Rostock), ESL (Ethiopian Shipping Line) and DAL Transport (a division of the DAL/JTE Group) who in those years used Sharaf as their South African agents for non-SAECS cargo.

Starting from the basics of imports, exports, transhipments and understanding the shipping cycle with these principals for whom we were agents, came a further career boost in 2007 when I was promoted to national controller/supervisor for the various principals. This enabled me to develop a good working relationship with colleagues of DAL Transport. Good cordial relations and mutual respect with the offices in Hamburg were key in furthering the Sharaf relations and my professional relations with the colleagues in Germany.

In September 2008, DAL Hamburg decided to open up their own agency network in South Africa after the termination of the long-standing SAFDAL agreement. DAL Agency (Pty) Ltd, South Africa was born in November 2008, as a joint venture with Sharaf and DAL Hamburg resulting in key personnel joining the newly formed agency. This opened new opportunities and I bagged my first managerial position as national capacity manager handling the space allocation on the northbound SAECS trade. Twenty-foot space used to be at a premium in those days and along with managing the overall capacity, it was challenging to handle the available space effectively. It involved constant liaison with the booking offices, sales teams and VSA partner lines ensuring we utilised the capacity as best as we could.

A young angel was added to my family of a supportive husband and my daughter now kept me busy together with the digital world of Blackberry and 3G internet connections with laptops. By May 2009, the DAL executive management of DAL Agency Pty Ltd tasked me to take on the challenge of heading the internal audit and cost control departments. By 2010, the capacity and cost controls were both in "cruise control" mode and I was ready to take on further responsibility. By March 2011, I was asked to handle the agency transhipment and detention desks, and these tasks were added to my existing portfolio.

After the company restructured in November 2011, my responsibility widened to embrace national operations, equipment control, logistics and data quality as a manager. It was time to have a motivated team reporting to me to do all desired functions and my task was to set the tactical day-to-day vision for them. I am pleased to say, the team has performed exceptionally well and we have jointly conquered many missions and obstacles we encounter in the day-to-day business.

The team remains committed, dedicated and motivated, which is the key for me to plan my next foray into external role plays. With effect from 2013, I took part in the ROC (Regional Operating Committee) of the SAECS VSA as a key participant of DAL Agency Pty Ltd. 2014 saw me take the plunge to further my family life and we had another addition to our family with a baby boy. Timing has been a key to many things in my career. My son and daughter are 6 years apart but both were born on the same day, that takes a great deal of logistical planning. I bless my stars to be at the right place at the right time and am continuously grateful to my seniors, family, friends and all colleagues who have made my journey truly enjoyable the past 10 years.

The sense of humour activates and good times continue to grow with laughter after each bottle of handpicked wine which I share in the comfort of my home with my better half, and the good cups of coffee with my senior management. It seems to be time for another challenge from tactical to strategic roles and I am waiting for the stars to shine down.

Whereabouts

October 2015

Ship's name	Master	First Mate	Chief Engineer
Amalie Essberger	Krzysztof Osuch	Piotr Bes	Marek Ptasznik
Christian Essberger	Gocha Bezhanidze	Rafal Garbacz	Miroslaw Jaworski
Eduard Essberger	Mariusz Borek	Michal Kruszewski	Dmitriy Bondarev
Ellen Essberger	Adam Incewicz	Jaroslaw Krok	Jacek Jurys
Elsa Essberger	Remigiusz Jarebski	Maksim Naumcik	Artur Kazimierz Gzella
Georg Essberger	Grzegorz Orlicki	Andrey Skorobogatov	Carlos Manuel Santos
Johann Essberger	Boguslaw Gajdowski	Antonio Quita Ocampo	Valerii Mersiianov
Liesel Essberger	Boguslaw Olbrys	Bartosz Selau	Leonid Volkov
Patricia Essberger	Robert Waldon	Enrique Lopez	Oleksandr Samusenko
Philipp Essberger	Andrei Malenkov	Tomasz Rembisz	Krzysztof Barczynski
Maersk Launceston	Jaroslaw Maciuk	Rafel Senier Nones	Jacek Wojcicki
Koralia	Jose Subradil	Pepito Ruedas	Dony Merwoto
Selinda	Kostiantyn Kharchenko	Aleksandr Kaminsky	Konstantin Khardin
Swakop	Oleksandr Grytsyuta	Ireneo Quinanola Ruedas	Vadym Grytsyuta
UAFL Zanzibar	Mariusz Pleskacz	Sergiy Perepelytsya	Herbert Farkas
Valbella	Win Thein	Samuel Quinanola Ruedas	Danilo Villanueva Jose
Zambesi	Rostislav Kokorev	Igor Irza	Ilarion Sorin Chirtes
Alcedo	M. N. Boshuijzen	P. N. Tomanek	H. G. Van Meersbergen
Anneliese Essberger	T. Keizer	M. R. Baete	G. J. Tijink
Ardea	P. R. Troost	E. Impens	D. E. Jannink
Caroline Essberger	A. R. Buren	G. P. Van Dijk	S. Mollinga
Dutch Aquamarine	J. Van Der Form	C. De Boer	S. Van Der Pol
Dutch Emerald	C. Lodder	S. De Bos	T. F. Oskam
Dutch Faith	H. Wierenga	S. M. Narloch	R. S. Tichelaar
Dutch Spirit	L. E. Kint	B. N. Desterre Roberts	R. M. Mendoza
Lisa Essberger	H. R. Nienhuis	W. G. Bergsma	H. Van Schoonhoven
Lucy Essberger	G. J. Wijnands	D. Tatarinovs	G. Sap
Ursula Essberger	K. C. Van Der Klooster	J. P. Nadaj	M. Bosma
Wilhelmine Essberger	L. H. Kanters	M. L. Roosendaal	H. Berg

For the records

Recently four chemical tankers built 1992 at Sietas shipyard were sold. First gone were "Roland Essberger" and "Liselotte Essberger" to Key Shipping A/S Maaloy, Norway. Both are now registered in Gibraltar and renamed "Key West" and "Key North", respectively, trading as sweet-oil tankers. Key Shipping had already bought "Jacobus Broere", now sailing as "Key Fighter", registered in Malta. "Annette Essberger" and "John Augustus Essberger" were sold to Skadar LLC, Murmansk and renamed "Nordstraum" and "Kord Arctic", respectively, and used for the supply of bunker oils. All together there are 23 ex-JTE chemical tankers still afloat, carrying bunker and other oils, even consumable oils and wine.

Personeelsmutaties, Dordrecht

Persons joining the company

29.06.2015, D.J.G. Balentien
Holiday Employee Finance

06.07.2015, N. Bizabishaka
Holiday Employee Finance

07.07.2015, JL. Lacroix
Apprentice Sea

10.07.2015, CJ van de Hee
Apprentice Sea

10.07.2015, DRA van Santen
Apprentice Sea

23.07.2015, S Heus
Apprentice Sea

03.08.2015, MJ Plugge
Apprentice Sea

07.08.2015, D. Broersen
Apprentice Sea

10.08.2015, RT. Back
Apprentice Sea

13.08.2015, J. van der Pol
Apprentice Sea

18.08.2015, J.P. Scholten
Apprentice Sea

Persons leaving the company

02.06.2015, A. Nentjes
Apprentice Sea

19.06.2015, D. Balentien
Apprentice Finance

19.06.2015, N. Bizabishaka
Apprentice Finance/Purchasing

19.06.2015, A. Akpinar
Apprentice Finance

09.07.2015, RWA van Dam
Apprentice Sea

22.07.2015, RLH de Light
Apprentice Sea

24.07.2015, B.W. Dijk
Apprentice Sea

22.08.2015, CJ van de Hee
Apprentice Sea

01.09.2015, APMY Willame
2/O

01.09.2015, N. Bizabishaka
Holiday Employee Finance

01.09.2015, D.J.G. Balentien
Holiday Employee Finance

Marriage

05.09.2015
Pieter Gysels en Sophie van Praet

Birth

01.08.2015,
Jesper Lucas, son of Stephanie den Herder and Aad Visser

25th anniversary

06.06.2015,
J. van der Form,
Captain

28.06.2015,
M. Pietersma,
Captain

03.07.2015,
SWT Frerichs,
Captain

Died

13.08.2015,
J Peres da Silva, A/B

28.08.2015,
M. Pietersma, *Captain*

Dr Eberhart and Mrs Patricia von Rantzau with Rolf Schmidt at the reception

Capt. Schmidt says goodbye

On 15 July, a reception was held in the Gartensaal hall of the Essberger building for Captain Rolf Schmidt, who is now officially retired. The following day, Captain Schmidt travelled to his wife and children in Thailand, where he intends to spend the rest of his life.

Captain Schmidt worked for DAL/JTE for 42 years. He spent most of his working life at sea, but also a lot of time at shipyards, supervising our tankers being built. Rolf Schmidt first worked on vessels in the Africa service, but when he was promoted to captain in 1981 and took charge of the "Liesel Essberger", he stayed with the chemical tanker fleet.

The farewell speech for Captain Schmidt was held by Dr Eberhart von Rantzau, who said: "Each of us is aware that the masters, officers and crews on board our vessels play a crucial role in our company. They take on responsibilities and duties that we ashore can hardly imagine. Without them the operations of a shipowning company would not even be possible. We must not forget that." Throughout his professional career, Captain Rolf Schmidt was an exemplary seafarer.

Gerd Rathje and family celebrate anniversary

How happy an anniversary can be: to celebrate Gerd-Adolf Rathje's 40 years of service for Deutsche Afrika-Linien, the company hosted an anniversary reception for him in the Gartensaal hall. Mr Rathje brought along his family to the event, where Heinrich von Rantzau also held a speech to thank Mr Rathje for his work. In the commemorative photo you can see Dr Eberhart von Rantzau and his wife Patricia, Gerd-Adolf Rathje, Tom Fleming Metzke, Heinrich von Rantzau, Kim Malin and Claudia Metzke, Mr Rathje's partner (f.l.t.r.). We published an article about Mr Rathje in the previous edition of DAL/JTE News.

Aus der Reederei-Familie, Hamburg

Jubiläen

10 Jahre

Herr Mariusz Borek
Captain, 10.11.2015

Herr Rafal Garbacz
Chief Officer, 20.11.2015

Herr Sönke Köster
Finance/Accounting/Tax
01.01.2016

Herr Michal Kruszewski
Chief Officer, 18.01.2016

Besondere Geburtstage

95 Jahre

Frau Christel Rodewald
28.11.2015

90 Jahre

Frau Edith Scholz
26.12.2015

85 Jahre

Herr Helmut Karbach
19.11.2015

Herr Harald Stemmwedel
15.12.2015

Herr Felix Klaiber
06.01.2016

Frau Rosemarie Bäthge
08.01.2016

80 Jahre

Herr Arno Block
02.01.2016

Herr Peter Reimers
13.01.2016

Frau Martha Kaufner
18.01.2016

75 Jahre

Herr Dieter Kirchner
29.11.2015

Herr Moussa Alamissi
08.12.2015

Herr Klaus-Peter Worthmann
12.12.2015

Herr Herbert Lemke
23.12.2015

Frau Regine Dirks
06.01.2016

Herr Gustav Oesmann
31.01.2016

70 Jahre

Frau Magret Wulf
23.11.2015

Herr Antonio Novas Canosa
27.01.2016

60 Jahre

Herr Uwe Lehmann
19.01.2016

50 Jahre

Herr Jovito Dacutanan Candido
2nd Officer, 27.11.2015

Wir gratulieren zur Geburt eines Kindes

Herrn Martin Spiering
Essberger Tankers
20.08.2015 – Fiene

Geheiratet hat

Frau Julia Piirala (geb. Schulze)
Facility Management
04.09.2015

In den Ruhestand trat

Frau Brigitte Nowak
Public Relations
01.09.2015

Ausgelernte Auszubildene an Land

Frau Inès Abdi
Linienfahrt

Herr Alexander Bittersohl
Linienfahrt

Frau Shabnam Sirwani
Linienfahrt

Herr Roman Franz
Trampfahrt

Neue Mitarbeiter an Land

Frau Jennifer Schlemeier
Ship Management

Frau Sabrina Riehle
DSA Süddeutschland

Frau Christine Langhein
Operations Liner Services

Herr Daniel Karstens
Essberger Tankers

Neue Auszubildene an Land

Frau Olga Shmakova
Trampfahrt

Herr Sascha Timmann
Linienfahrt

Frau Nadine Rüter, *Linienfahrt*

Wir gedenken

Herrn Heinz Bäthge
(85 Jahre), 03.07.2015

Herrn Karl-Heinz Pipping
(84 Jahre), 17.07.2015

Frau Lieselotte Grohmann
(96 Jahre), 22.07.2015

Herrn Rolf Kaufner
(84 Jahre), 24.07.2015

Herrn Jani Schürnpeck
(90 Jahre), 23.08.2015

"We offer the fastest and only direct service from Europe to the islands"

An interview with Claudia Klein, commercial manager for DAL's Indian Ocean Islands (IOI) service

DAL/JTE NEWS: Ms Klein, what is the IOI service?
CLAUDIA KLEIN: This is DAL's container service between Europe and the Indian Ocean islands of Reunion, Mauritius, Madagascar and Mayotte. DAL has been operating a service to this region since 1981 after the acquisition of the Scandinavian East Africa Line (SEAL). Currently we have a slot charter agreement with the Mediterranean Shipping Company (MSC), who operate the only direct service between northern Europe / western Mediterranean and the islands of Reunion and Mauritius. The ports of Madagascar and Mayotte are covered in transhipment via Port Louis (Mauritius). The DAL IOI service is meanwhile, together with the UAFL service network, part of the Group's expanded operations in and around the Indian Ocean with the various services now provided.
DAL/JTE NEWS: How long does it take for a container to get from Europe to the Indian Ocean islands?
CLAUDIA KLEIN: The voyage leg from Le Havre to Reunion is now only 22 days and from Fos sur Mer (Marseille) just 17 days. This is the fastest and only direct service now offered. Our main competitors only have services in transhipment via ports such as Salalah (Oman) with a relay service from there to the islands. However, despite all the benefits of a direct service with faster transit times, not all clients recognise these advantages and decide which operators to use on the basis of price only. Northbound, we service the IO islands via Durban, where we tranship the containers onto our South Africa-Europe service. From the islands there is no direct service and all our competitors are offering a transhipment service either via Durban or via a port in the Middle East or S.E. Asia.

There is very little growth in volumes in this region especially to and from Europe. As a result both southbound and northbound the markets are highly competitive as all operators fight to maintain their total carryings and market shares. In addition, the freight forwarders are also fighting each other to secure their share of the stagnating volumes of containers being shipped. Both factors result in enormous downward pressure on the freight rates and unfortunately even sometimes to levels below the effective operating costs.
DAL/JTE NEWS: How can we compete in this market?
CLAUDIA KLEIN: We are a regional liner operator and the same principles apply to this trade as DAL apply to all the trades they operate in. We differentiate ourselves from the big global operators by offering a personalised service and customer-friendly service. We have no anonymous call centres, all our clients are looked after by local agency representatives who provide all booking and documentation services locally. Every container counts and each client, irrespective of their size and the number of containers they ship with us, is given the same service. In the differentiated service levels we offer, we see our chance although we still have to compete on price and also ensure that we are cost-effective.
DAL/JTE NEWS: What are the typical goods that we carry on our service?
CLAUDIA KLEIN: The trade from Europe

Claudia Klein is familiar with the Indian Ocean islands trade

"All our clients are well looked after by local agencies"

is predominately from France to the island of Reunion, which is officially part of France and therefore part of the European Union. The majority of cargoes carried to Reunion but also Mauritius are consumer products, chilled and frozen food, wine and spirits, building materials and machinery, and, specific to Madagascar, used clothing. Between France and Reunion there are also large volumes of private household removals moving in both directions. Northbound it's predominantly sugar and canned tuna from Mauritius, sugar from Reunion, and spices and minerals from Madagascar.
DAL/JTE NEWS: How is DAL represented on the various islands?
CLAUDIA KLEIN: As in all countries where DAL do not have their own agency we are represented by very well established, experienced and locally respected agencies who provide our clients first-class service. It is the responsibility of our local agents to sell the DAL service locally and look after our clients. They also work very closely with their counterparts in Europe as part of a joint effort to secure support for the service. Together with our agents we also try to visit as many clients as possible once a year and I was last on the island of Reunion and Mauritius in early September. Our agents there, SRSM Reunion and Scott Shipping Mauritius also represent UAFL (which is based in Mauritius). Through such personal visits – talking and listening to the clients about their wishes and concerns – we can develop and improve our service levels and meet their requirements where possible. Such visits are also very much appreciated by the clients. For our agents it's also very important to have the opportunity to exchange views and ideas with us personally.
DAL/JTE NEWS: What impressions did you bring with you?
CLAUDIA KLEIN: Reunion as part of France has suffered in the last few years from the depressed economic situation in Europe, with reduced investments in the infrastructure. The main development, however, is the building of the new main highway (La Nouvelle Route du Littoral) along the west coast from the capital St Denis in the north to La Possession. This new offshore coastal highway is being constructed parallel to the existing highway, which is exposed to falling rocks and flooding by swells and tropical storms. Together with the extension work planned for the port we expect increased movement of construction materials and machinery to the island over the next few years.

On the island of Mauritius there are plans for new hotel, shopping and business centre developments. The initiated project for increased power generation capacity on the island will also have positive effects on the container volumes to the island. Looking into the future these developments are just a few reasons to be optimistic that there will be renewed trade growth to and from these two islands in the middle of the Indian Ocean.

For more information on the **DAL/JTE Group** please contact Svante Domizlaff, tel: +49 (0)40 38016-611, email: svante.domizlaff@rantzau.de or the German head office **Deutsche Afrika-Linien** HAMBURG, Palmaille 45, D-22767 Hamburg, tel: +49 (0)40 38016-392, fax: +49 (0)40 38016-255, email: michael.davies@rantzau.de or **DAL Agency** Durban, Sharaf House, 1st Floor La Lucia Ridge Office Estate, Umhlanga/Durban 4051, RSA, tel: +27 (0)31 5829400, fax: +27 (0)31 5829401 or **John T. Essberger** HAMBURG, Palmaille 45, D-22767 Hamburg, tel. +49 (0)40 38016-0, fax: +49 (0)40 38016-579, email: chartering@essberger.biz or **John T. Essberger** Dordrecht, Wieldrechtseweg 50, NL-3316 BG Dordrecht, email: chartering@essberger.biz